5184-3-9998 U

Share of Category

Source: https://www.industrydocuments.ucsf.edu/docs/llvp0000

SHARE OF CATEGORY CALCULATIONS

I. RETAIL PAYMENT

SAVINGS SHARE %	PER CARTON RATE FORSYTH	DORAL
0 - 34	$ -	$ -
35 - 49	$ 0.25	$ -
50 - 74	$ 0.35	$ 0.35
75+	$ 0.50	$ 0.50

REQUIREMENTS FOR DORAL SOC PAYMENT
Must Be Minimum Level II Merchandising Partner
Must Be Minimum Level III Merchandising Accrual Partner

II. WHOLESALE/DISTRIBUTORS

FORSYTH
$.01/ SHARE POINT OF SAVINGS - MAXIMUM OF $.50/CTN
Paid on Forsyth Contracted Brand Only

DORAL
N/A

III. PAID BASED ON EITHER RETAIL CHAIN ID'S OR WHOLESALE SIS #'S USING AIM DATA

IV. SOC WORKSHEET FORMAT - ATTACHED

2 FORMS

WHOLESALE/DISTRIBUTOR W/O DORAL CALCULATION

RETAIL WITH DORAL CALCULATION

518443-9998 V

Source: https://www.industrydocuments.ucsf.edu/docs/llvp0000

WORKSHEET TO CALCULATE RJR SHARE OF SAVINGS CATEGORY

RETAIL ACCOUNT FORM
LISTED BELOW ARE YOUR AIM SALES FOR THE TIME PERIOD FROM 01/01/96 THROUGH 06/30/96 FOR ALL BRANDS WITH A LIST PRICE OF $9.19 OR BELOW.

	CARTONS PURCHASED	SOC
R. J. REYNOLDS		
DORAL	83,005	
MAGNA	491	
MONARCH	250	
STERLING	409	
BEST VALUE		
FORSYTH PRIVATE LABEL		
BRAND NAME - CAVALIER	156,713	
-		
-		
-		
-		
OTHER***	950	
TOTAL R J REYNOLDS	241,818	70%
PHILIP MORRIS		
ALPINE	173	
BASIC	13,078	
BRISTOL	-2	
BUCKS		
CAMBRIDGE	3,305	
DAVES		
OTHER***		
TOTAL PHILIP MORRIS	16,554	5%
LORILLARD		
KENT INTERNATIONAL		
OLD GOLD	3,753	
OTHER	871	
TOTAL LORILLARD	4,624	1%

	CARTONS PURCHASED	SOC
BAT		
CROWN		
GPC	54,763	
LUCKY STRIKE (FILTERS)		
MISTY	18,136	
MONTCLAIR	2,900	
PRIME		
PRIVATE STOCK		
RALEIGH EXTRA	27	
RICHLAND		
SUMMIT		
VICEROY	5,270	
OTHER***		
TOTAL BAT	81,096	24%
LIGGETT		
PYRAMID	8	
OTHER***	-69	
TOTAL LIGGETT	-61	
OTHER MANUFACTURERS***	98	
GRAND TOTAL OF ALL MANUFACTURERS	344,129	100%
R. J. REYNOLDS % OF GRAND TOTAL	70%	

*** PLEASE PROVIDE BACKUP FOR ANY ADJUSTMENTS MADE TO ANY OF THE ABOVE NUMBERS.

I CERTIFY THAT THE ABOVE INFORMATION IS AN ACCURATE SUMMARY OF ALL PRODUCTS PURCHASED IN THE LOW PRICE CATEGORY, AS DEFINED BY FORSYTH TOBACCO PRODUCTS, AN UNINCORPORATED DIVISION OF R. J. REYNOLDS TOBACCO COMPANY.

*** CIRCLE RESPONSES FOR BOTH QUESTIONS ***
IS ACCOUNT A MINIMUM LEVEL II MERCHANDISING PARTNER? YES/NO
IS ACCOUNT A MINIMUM LEVEL III MERCHANDISING ACCRUAL PARTNER? YES/NO
MUST BE YES FOR BOTH TO QUALIFY FOR DORAL PAYMENT

ACCOUNT NO. 05510000 ACCOUNT NAME: _____ NO. OF STORES: 513

ADDRESS (CITY & STATE) _____ NO. OF WEEKS: 26

DIVISION: 2340

X _____

SIGNATURE & TITLE OF OFFICER OF THE ACCOUNT — DATE

X _____

ACCOUNT MANAGER APPROVAL — DATE

	CARTONS		RATE		PAYMENT
DORAL	83,005	X	0.35	=	$ 29,051.75
FORSYTH	156,713	X	0.35	=	$ 54,849.55
TOTAL PAYMENT					$ 83,901.30

M 8666-51815

Source: https://www.industrydocuments.ucsf.edu/docs/llvp0000

WORKSHEET TO CALCULATE RJR SHARE OF SAVINGS CATEGORY

DISTRIBUTOR/WHOLESALE ACCOUNT FORM
LISTED BELOW ARE YOUR AIM SALES FOR THE TIME PERIOD FROM 01/01/96 THROUGH 06/30/96 FOR ALL BRANDS WITH A LIST PRICE OF $9.19 OR BELOW.

	CARTONS PURCHASED	SOC
R. J. REYNOLDS		
DORAL	298,721	
MAGNA	16,431	
MONARCH		
STERLING	9,111	
BEST VALUE	15,076	
FORSYTH PRIVATE LABEL		
BRAND NAME -		
-		
- BEST CHOICE	51,298	
-		
-		
OTHER***	26,337	
TOTAL R. J. REYNOLDS	416,976	44%
PHILIP MORRIS		
ALPINE	11,385	
BASIC	285,245	
BRISTOL	13,088	
BUCKS	882	
CAMBRIDGE	17,268	
DAVES		
OTHER***	3,875	
TOTAL PHILIP MORRIS	331,743	35%
LORILLARD		
KENT INTERNATIONAL		
OLD GOLD	4,517	
OTHER	1,156	
TOTAL LORILLARD	5,673	1%

	CARTONS PURCHASED	SOC
BAT		
CROWN		
GPC	82,486	
LUCKY STRIKE(FILTERS)		
MISTY	32,550	
MONTCLAIR	9,973	
PRIME	1,125	
PRIVATE STOCK		
RALEIGH EXTRA	3,870	
RICHLAND		
SUMMIT		
VICEROY	37,276	
OTHER***	117	
TOTAL BAT	167,397	18%
LIGGETT		
PYRAMID	7,999	
OTHER***		
TOTAL LIGGETT	7,999	1%
OTHER MANUFACTURERS***	12,411	1%
GRAND TOTAL OF ALL MANUFACTURERS	942,199	100%
R. J. REYNOLDS % OF GRAND TOTAL	44%	

*** PLEASE PROVIDE BACKUP FOR ANY ADJUSTMENTS MADE TO ANY OF THE ABOVE NUMBERS.

I CERTIFY THAT THE ABOVE INFORMATION IS AN ACCURATE SUMMARY OF ALL PRODUCTS PURCHASED IN THE LOW PRICE CATEGORY, AS DEFINED BY FORSYTH TOBACCO PRODUCTS, AN UNINCORPORATED DIVISION OF R. J. REYNOLDS TOBACCO COMPANY.

ACCOUNT NO. 273600 ACCOUNT NAME: _____

ADDRESS(CITY & STATE) _____

NO. OF STORES: 1792

NO. OF WEEKS: 26

DIVISION: 2233

X _____

SIGNATURE & TITLE OF OFFICER OF THE ACCOUNT DATE

X _____

ACCOUNT MANAGER APPROVAL DATE

	CARTONS	RATE	PAYMENT
FORSYTH	51,298	X 0.44 =	$ 22,571.12
TOTAL PAYMENT			$ 22,571.12

X 8666-E7815

Source: https://www.industrydocuments.ucsf.edu/docs/llvp0000

WORKSHEET TO CALCULATE R[illegible]HARE OF SAVINGS CATEGORY
(FOR PL PARTNER[illegible]/HOUT AIM DATA)

DISTRIBUTOR/WHOLESALE ACCOUNT FORM

List below your sales for the time period from 1/1/96 through 6/30/96 for all brands with a list price of $9.19 or below.

	Cartons Purchased	SOC
R. J. Reynolds		
Doral		
Magna		
Monarch		
Sterling		
Best Value		
Forsyth Private Label		
Brand Name -		
Other		
Total R. J. Reynolds		
Philip Morris		
Alpine		
Basic		
Bristol		
Bucks		
Cambridge		
Daves		
Other		
Total Philip Morris		
Lorillard		
Kent International		
Old Gold		
Other		
Total Lorillard		

	Cartons Purchased	SOC
BAT		
Crown		
GPC		
Lucky Strike (Filters)		
Misty		
Montclair		
Prime		
Private Stock		
Raleigh Extra		
Richland		
Summit		
Viceroy		
Other		
Total BAT		
Liggett		
Pyramid		
Other		
Total Liggett		
Other Manufacturers		
GRAND TOTAL OF ALL MANUFACTURERS:		
R. J. REYNOLDS % OF GRAND TOTAL:		

I certify that the above information is an accurate summary of all products purchased in the low price category, as defined by Forsyth Tobacco Products, an unincorporated division of R. J. Reynolds Tobacco Company.

Account Name: _____

Address (City & State) _____

SIS / CHAIN ID # _____

X _____
Signature & Title of Officer of the Account — **Date**

X _____
Account Manager Approval — **Date**

	CARTONS	RATE	PAYMENT
Forsyth		X	=

Source: https://www.industrydocuments.ucsf.edu/docs/llvp0000

WORKSHEET TO CALCULATE F[illegible]HARE OF SAVINGS CATEGORY
(FOR PL PARTNER[illegible]THOUT AIM DATA)

RETAIL ACCOUNT FORM

List below your sales for the time period from 1/1/96 through 6/30/96 for all brands with a list price of $9.19 or below.

	Cartons Purchased	SOC
R. J. Reynolds		
Doral		
Magna		
Monarch		
Sterling		
Best Value		
Forsyth Private Label		
Brand Name -		
Other		
Total R. J. Reynolds		
Philip Morris		
Alpine		
Basic		
Bristol		
Bucks		
Cambridge		
Daves		
Other		
Total Philip Morris		
Lorillard		
Kent International		
Old Gold		
Other		
Total Lorillard		

	Cartons Purchased	SOC
BAT		
Crown		
GPC		
Lucky Strike (Filters)		
Misty		
Montclair		
Prime		
Private Stock		
Raleigh Extra		
Richland		
Summit		
Viceroy		
Other		
Total BAT		
Liggett		
Pyramid		
Other		
Total Liggett		
Other Manufacturers		
GRAND TOTAL OF ALL MANUFACTURERS:		
R. J. REYNOLDS % OF GRAND TOTAL:		

Is account a Minimum Level II Merchandising Partner? Yes / No
Is account a Minimum Level III Merchandising Accrual Partner? Yes / No
Must be yes for both to qualify for Doral Payment

I certifiy that the above information is an accurate summary of all products purchased in the low price category, as defined by Forsyth Tobacco Products, an unincorporated division of R. J. Reynolds Tobacco Company.

Account Name: _____

Address (City & State) _____

SIS / CHAIN ID # _____

X _____
Signature & Title of Officer of the Account — Date

X Z 8666 - E4815
Account Manager Approval — Date

CARTONS		RATE		PAYMENT
DORAL	X		=	
Forsyth	X		=	
TOTAL PAYMENT				

Source: https://www.industrydocuments.ucsf.edu/docs/llvp0000

WORKSHEET TO CALCULATE F[illegible]HARE OF SAVINGS CATEGORY

EDLP DORAL SOC FORM

List below your sales for the time period from 1/1/96 through 6/30/96 for all brands with a list price of $9.19 or below.

	Cartons Purchased	SOC
R. J. Reynolds		
Doral		
Magna		
Monarch		
Sterling		
Best Value		
Forsyth Private Label		
Brand Name -		
Other		
Total R. J. Reynolds		
Philip Morris		
Alpine		
Basic		
Bristol		
Bucks		
Cambridge		
Daves		
Other		
Total Philip Morris		
Lorillard		
Kent International		
Old Gold		
Other		
Total Lorillard		

	Cartons Purchased	SOC
BAT		
Crown		
GPC		
Lucky Strike (Filters)		
Misty		
Montclair		
Prime		
Private Stock		
Raleigh Extra		
Richland		
Summit		
Viceroy		
Other		
Total BAT		
Liggett		
Pyramid		
Other		
Total Liggett		
Other Manufacturers		
GRAND TOTAL OF ALL MANUFACTURERS:		
R. J. REYNOLDS % OF GRAND TOTAL:		

Is account a Minimum Level II Merchandising Partner? Yes / No
Is account a Minimum Level III Merchandising Accrual Partner? Yes / No
Must be yes for both to qualify for Doral Payment

I certify that the above information is an accurate summary of all products purchased in the low price category, as defined by Forsyth Tobacco Products, an unincorporated division of R. J. Reynolds Tobacco Company.

Account Name: _____

Address (City & State) _____

SIS / CHAIN ID # _____

X

Signature & Title of Officer of the Account	Date
X	
Account Manager Approval	Date

6666 51843

CARTONS	RATE	PAYMENT
DORAL _____	X _____	= _____

Source: https://www.industrydocuments.ucsf.edu/docs/llvp0000